About Siddhartha Capital Limited

Siddhartha Capital Limited (SCL) is a subsidiary of Siddhartha Bank Limited and the first Mutual Fund management company of Nepal licensed as per Mutual Fund Regulations 2010. SCL is a leading merchant banker and investment management company committed to delivering innovative capital market, investment banking, and advisory solutions in Nepal.

SCL is looking for **Corporate Advisory under Merchant Banking Department** and invites applications from highly qualified and experienced professionals for the position of **Corporate Advisory**.

The Corporate Advisory shall be reporting directly to the Chief Executive Officer (CEO). Given the broad scope of corporate advisory services, the successful candidate will be expected to work in close coordination with the Chief Operating Officer (COO), Chief Business Officer (CBO), and CEO to deliver client mandates and achieve business objectives.

Position Details

Particulars	**Details**
Position	Head - Corporate Advisory
Department	Merchant Banking
Reporting To	Chief Executive Officer (CEO)
Location	Kathmandu, Nepal
Employment Type	Full-Time
Coordination	CEO, COO, CBO and other business/support units

Role Summary

The role of Corporate Advisory will be responsible for establishing, leading, and growing SCL's Corporate Advisory practice, providing strategic financial advisory services to clients across multiple sectors. The role will involve originating and executing transactions across mergers & acquisitions, capital raising, project finance, debt advisory, restructuring, corporate finance, valuations, and strategic advisory engagements.

The successful candidate will be expected to build market presence, develop client relationships, manage transaction execution, mentor team members, and ensure compliance with all applicable regulatory requirements.

A. Key Responsibilities

1) Strategic Leadership

- Establish and lead the Corporate Advisory at SCL.
- Develop the business strategy, operating framework, and growth roadmap for SCL.
- Drive profitability and sustainable growth of the business unit.

2) Transaction Advisory

- Lead and execute capital market transactions, corporate finance mandates, mergers & acquisitions, debt advisory assignments, restructuring engagements, and valuation projects.
- Act as transaction lead for major client engagements.

3) Client Relationship & Business Development

- Originate and develop advisory mandates.
- Build relationships with promoters, corporates, financial institutions, investors, regulators, and strategic stakeholders.
- Prepare and present proposals, pitches, and Request for Proposal (RFP) responses.

4) Regulatory & Stakeholder Engagement

- Liaise with SEBON, NEPSE, CDS & Clearing, Company Registrar's Office, Nepal Rastra Bank (NRB), and other regulatory authorities.
- Ensure advisory activities comply with applicable regulations and best practices.

B. Competency Framework

The matrix below defines the required competency areas, technical expertise, and expected proficiency levels for the position.

Competency Area	Required Skills	Proficiency Level
Corporate Finance	• Financial statement analysis • Business valuation (DCF, Comparable Companies, Precedent Transactions) • Capital structure optimization & cost of capital • Financial modeling	Expert
Capital Markets — Issue Management	• IPO / FPO, Rights Issue, Debentures, Private Placement, Preference Shares • Book building, ASBA mechanism, Green Shoe Option, underwriting • Mutual Fund regulations & Merchant Banking operations • Registrar-to-Share / Depository Participant operations	Expert
Mergers & Acquisitions	• Buy-side and sell-side advisory • Due diligence & deal structuring • Negotiation and synergy analysis • Post-merger integration • Cross-border JV structuring	Expert

Competency Area	Required Skills	Proficiency Level
Business Valuation	• Enterprise & equity valuation • Fairness opinions • Intangible asset valuation	Expert
Project Finance	• Feasibility studies & project appraisal • Financial projections • Debt structuring (incl. hydropower/infrastructure)	Advanced
Debt Advisory & Structured Finance	• Bank loan syndication • Project debt structuring • Mezzanine / hybrid instruments • Credit rating advisory liaison (ICRA Nepal, CARE Nepal)	Advanced
Restructuring & Turnaround	• Distressed asset advisory • Debt restructuring negotiations with lenders • Insolvency proceedings & NPA resolution advisory	Intermediate–Advanced
Regulatory Knowledge	• SEBON regulations, Companies Act, Securities Act • NRB directives, BAFIA (for BFI clients) • Insolvency Act 2073, FITTA (cross-border deals) • Listing Rules, NEPSE bye-laws, CDS & Clearing procedures • Tax implications (Income Tax Act, capital gains, DTAA)	Expert
Financial Modeling	• Advanced Excel, scenario & sensitivity analysis • Forecasting & valuation models • LBO modeling • Three-statement integrated models • Waterfall / returns modeling	Expert
Sector / Industry Depth	• Hydropower, Banking & Financial Institutions, Hospitality, Manufacturing, Telecom	Advanced
Corporate Governance Advisory	• Board structuring advice • Related-party transaction compliance • Minority shareholder protection under Companies Act	Intermediate

Competency Area	Required Skills	Proficiency Level
Negotiation & Deal Closing	• Term sheet structuring • SPA/SHA negotiation oversight (with legal counsel) • Managing competing bidder processes	Advanced
Regulatory & Stakeholder Liaison	• Direct working relationships with SEBON, NRB, NEPSE, Company Registrar's Office	Advanced
Leadership & Team Building	• Building and mentoring an advisory team from scratch • Delegation & quality control • Performance management	Expert
Business Development / Origination	• Pitching mandates & RFP responses • Deal origination network (banks, PE funds, family businesses) • Fee negotiation & client relationship management	Expert
Technology & Deal Execution Tools	• Virtual data room management • Financial modeling platforms • Deal-tracking / CRM systems	Intermediate

C. Education & Experience Requirements

Requirement	Details
Minimum Education	Master's degree in Finance, Business Administration (MBA – Finance), Economics, or Accounting.
Preferred Certifications	CFA (Chartered Financial Analyst) — strongly preferred for valuation & capital markets depth ACCA / CA — valuable given financial statement, audit, and tax intersection FRM — a plus if the unit will also touch structured/credit risk advisory SEBON-recognized Merchant Banking certification/license eligibility (where applicable)

Requirement	Details
Minimum Experience	6 to 8 plus years in investment banking, merchant banking, corporate advisory, commercial banking, Private Equity or corporate finance — with at least 5 years in a leadership or deal-lead capacity.
Track Record	Demonstrated lead role in closed transactions: IPO/FPO issue management, M&A (buy- or sell-side), debt syndication, or project finance appraisal. Direct exposure to SEBON, NRB, or NEPSE regulatory processes. Prior P&L or unit-ownership experience is a strong plus, given this is a new unit build.

D. Desired Personal Attributes

The ideal candidate should demonstrate:

- Strong leadership and entrepreneurial mindset.
- Excellent communication and presentation skills.
- High ethical standards and professional integrity.
- Strong analytical and problem-solving capabilities.
- Ability to manage multiple complex transactions simultaneously.
- Client-centric approach with strong stakeholder management skills.
- Proven ability to build and motivate teams.

E. What We Offer

- Opportunity to establish and lead.
- Direct interaction with senior leadership and key market participants.
- Exposure to high-value corporate advisory and capital market transactions.
- Competitive remuneration and performance-based incentives.
- Professional growth and leadership opportunities.

F. Application Process

Interested candidates meeting the above criteria are encouraged to submit:

- Updated Curriculum Vitae (CV)
- Cover Letter highlighting relevant experiences

- Copies of all Academic and Professional Certificates
- Details of significant transactions/advisory assignments handled

Application Deadline: 9th October 2026 (11:59 PM Nepal Standard Time)

Application Email: hr@siddharthcapital.com with **Subject Line:** Job *Application for Corporate Advisory*

Only shortlisted candidates will be contacted.